TRADE MARK
"The Windsor"
WATER PROOF
Goods.

T2350
C69W
TC

Extracts taken from Letters Received by Us

We have many such, but space will not permit printing more. It is not what we say, but what others say.

LOS ANGELES, CAL., Oct. 31, 1901.

WINDSOR COLLAR COMPANY, Chicago, Ill.,

DEAR SIRS:—Please find draft on N. Y. for $50.00, and order for goods. Believe everything is O. K. up to date All goods ordered have come to hand in good shape.

Yours, etc.,
C. A. BUNKER.

PRESIDENT'S OFFICE, PROVIDENCE UNIVERSITY,
JACKSON, OHIO, July 22, 1901.

THE WINDSOR COLLAR AND CUFF COMPANY,
Windsor, Conn.,

GENTLEMEN:—Permit me to say that never before did I get so much for my money as when I bought my collars from you. They are not only superior to anything of the class now in the market, but also far beyond the description you give of them in your catalogue. Were men acquainted with your goods, they would save money and patience, and gain comfort and contentment. The collars fit perfectly. It is a pleasure to wear them, and no one can tell them from the best linen. Of my own free will I write these sentiments. Very truly yours.
GEORGE JAMES JONES.

SHELBYVILLE, IND., Aug. 20, 1901.

WINDSOR COLLAR COMPANY,

GENTLEMAN.—Yours of the 15th at hand, in reply would say the goods received from you give perfect satisfaction. Your collars certainly are made to fit. I have compared your goods with another make and like yours best. They will stand more bending without breaking than any other make of Rubber goods I ever saw. I would like to handle your goods if we can arrange everything satisfactory. I remain, Yours respectfully,
CHARLES E. WICKER.

AUGUSTA, MAINE, June 11, 1901.

DEAR SIRS:—

I am putting your goods in to take the place of collars, etc., ordered by my old patrons. One man who runs a Bicycle Store here gives his collar hard usage, and said that he would give fifty cents for a collar that would last him over two weeks. Sold him one of yours and got the half dollar, as he has worn his collar three weeks and says it is as good as ever. The Collars I am ordering now are just to take the place of goods, and have to order as they are called for. Shall be able to send a decent order as soon as I get on the road again. Yours truly, R. L. G.

BRATTLEBORO, VT., July 11, 1900.

WINDSOR COLLAR AND CUFF COMPANY,

GENTLEMEN:—I came across a lady this morning that had a rubber collar she had worn all last summer and fall and spring, and says she don't need another until she gets that worn out. I got her to show it to me, and it had the "Windsor" stamp on it. She said her husband had one also that he had worn three summers and it was good yet.
Yours truly, J. E. FRAZEE.

CRAWFORD, LEWIS CO., W. VA., June 13, 1901.

DEAR SIR:—

I have sent you another order for four collars and one shirt front. Your goods give good satisfaction, and you have been the most honest firm that I ever dealt with. I will try to do more for you this year.
Yours truly, H. F. MORRISON.

PITTSFIELD, MASS., April 16, 1901.

DEAR SIR:—

I have ordered and received three collars from your firm a few weeks ago, and my brother and I are well satisfied. We used to wear celluloid collars at fifteen cents apiece, but they are not as good for the quality. They chip on the edge and scratch the skin, turn yellow, don't last very long, and cost more than yours, after all. I am,
Yours respectfully, E. D.

4 Buck St., BANGOR, MAINE, Sept. 5, 1901.

WINDSOR COLLAR AND CUFF COMPANY,
Windsor, Conn.,

GENTLEMEN:—I have used several different makes of collars (Waterproof), but I have never happened to get hold of any so satisfactory as yours, and should think a good agent would be able to do a good business with them. Inclosed please find thirty-five cents in stamps. for which kindly send me another collar.
Yours truly, S. F. PALMER.

SHERMAN, TEXAS, Oct. 11, 1901.

WINDSOR COLLAR AND CUFF COMPANY,
Chicago. Ill.,

GENTLEMEN:—I have been using your rubber cuffs and collars for the past two years and they have given splendid satisfaction. Am needing some more, but am unable to secure them here. Kindly send me your Catalogue of prices and discounts. Yours very truly,
H. W. HART

THE HENRY FRANCIS du PONT
WINTERTHUR MUSEUM
LIBRARIES

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http://www.archive.org/details/catalog00wind

INCORPORATED. 1902	TRADE MARK "The Windsor" WATERPROOF.	1902

IN ISSUING OUR CATALOG FOR 1902, we will say to our old patrons that we thank them for past favors and hope to continue to merit their patronage. To our new customers, we call attention to the following pages of this book, where they will find all the latest styles and designs in Collars, Cuffs, Fronts, Ties, etc. Also the reasons for the great success of Windsor Goods.

The enviable reputation the "Windsor" Goods have established for themselves by their recognized merits, has, in the few years they have been on the market, caused numerous attempts to imitate our line and methods. It is flattering in the extreme to know that the "Windsor" Goods are acknowledged to be the standard even by competitors, but we shall not let this fact deter us from further efforts along lines that will tend to make the Windsor" products ever increase the number of s permanent friends, who are now not only very umerous in the cities and towns in this country, ut in many foreign countries as well. Our experience gained during the years we have been evoting our whole time to the manufacture of Vaterproof Collars, Cuffs, etc., enables us to place efore the public a complete line of goods that we n without fear, as to the outcome, invite the osest inspection and comparison, knowing that ere is no line that can compete.

No pains have been spared to make each collar fit, but it is essential that the shirt should fit the wearer. When the shirt binding is too large, as is very often the case with a shirt that has been worn and washed many times, it tends to pull the collar, whether it be linen or composition, away from the position in which it was designed to be worn. This not only takes away from the beauty of the collar, but tends to make it uncomfortable for the wearer. "Windsor" Collars are designed to fit well-fitting shirts, and, like gloves or shoes, must be of the right size to present the best appearance and to give the best satisfaction.

No manufacturer has ever offered in composition as extensive a line of striped patterns as we list in this catalog. All our designs are up-to-date, and we wish to impress upon our customers the fact that the stripes ARE SOLID. By being solid, we mean that the color goes through the material, and is not printed on the surface, for printed stripes will wear off after washing two or three times, making such goods anything but satisfactory.

Our goods are sold exclusively through agents. If you cannot find our agent in your neighborhood, we will be pleased to mail you what you wish, postage paid, upon receipt of retail price. If you can act as our agent, write for terms. You will find the business a pleasant and profitable one.

We solicit correspondence and take pleasure in answering questions.

The Windsor Collar and Cuff Co.,
Windsor, Conn.

Western Office—CHICAGO, ILL. TELEPHONE.

Instructions

TRADE MARK
"Windsor"
WATER-PROOF.

Read Carefully

HOW TO CLEAN.

Water will not harm these goods. Rub a damp cloth on a cake of Sapolio, or any coarse soap, and then onto the goods. After thoroughly scrubbing, rinse off soap and wipe with a towel. The more you clean these goods the better you will like them.

ORDERING FROM PATTERN. SPECIALS.

In ordering collars not listed by us, send linen sample for pattern, as we cannot guarantee satisfaction from paper patterns. (All patterns sent us are returned when order is filled.)

N. B.—Agents will see the advisability of avoiding specials of all kinds, since WE DO NOT exchange or give credit for Specials. **You** run the **Risk** in taking a Special Order.

SPECIAL HEIGHTS.

Any single band collar, like Hartford or Miles, may be ordered in other heights than listed, up to 3½ inches, without extra charge. For every ½ inch in height or fraction thereof, ordered above this height, a charge of five cents will be made.

Double collars, like Troy, Lock, Pekin, Gorham, or specials from pattern will be made without extra charge, except for collars **exceeding two inches** in height. For every half inch or fraction thereof above two ins., five cents will be charged.

Note.—Measure double collars like the above-mentioned, BY THE WIDTH OF STRAP, and NOT by the length of the point.

SPECIAL SIZES.

We reserve the right to refuse to exchange or give credit for either extremely large or small sizes. Even when ordered in our regular styles, same being classed as special.

EXCHANGE OR ERRORS.

No striped goods, gloss goods or specials will be exchanged when order is filled correctly. **All claims of error** in shipment, to receive attention, must be made within ten days from date of invoice.

ORDER BLANKS.

Always use an order blank for **each finish.** When no finish is ordered, MEDIUM will be sent. When out of order blanks, write for more. See Page 10 and Key how to order striped goods.

TERMS.

Our terms are **"Cash with order, or part cash, balance C. O. D."** By remitting enough to cover the amount of bill, the charge made by the Express Company for return of money for goods sent C. O. D., will be saved. On small orders going by mail, **full remittance must be made;** and we reserve the right to omit enough goods to cover postage, where sufficient money is not inclosed for same. We do not prepay charges except on RETAIL SALES.

PRICE LIST.

	White or Striped
Collars (single), each	$0 35
" (double), 5 cents extra for each half inch or fraction above two inches.	
Cuffs, per pair	65
" " " (Gem)	50
Fronts, Nos. 1, 2 and 3, each	75
" Full Dress,	1 25
" Ladies', each	65
Ties, Nos. 1 and 2 (any color listed),	25
" No. 3, " " "	50

Remit by Post Office or Express Money Order, Registered Letter, 1 or 5-cent stamps (for small amounts).

...HEIGHT OF
ALL COLLARS IS GIVEN, BACK
HEIGHT MADE IN PROPORTION

TRADE MARK
"Windsor"
WATER-PROOF

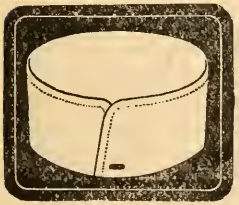
ALL WHITE GOODS MADE
IN THREE FINISHES—
LINEN, MEDIUM AND GLOSS

DEWEY. 2¾ ins.

Since round points came in style, this has been the leader for a dressy collar. A very comfortable, yet stylish collar for one of its height.

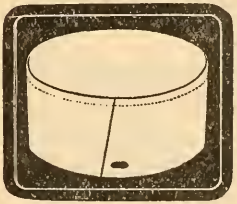
LONDON. 2¼ ins.
HARTFORD. 2¾ ins.

This style has always been popular among those who enjoy a neat, snugly-fitting collar.



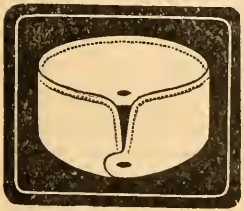
YORK. 2½ ins.
REX. 2¼ ins.

One of the new and attractive styles. Popular with the gentleman as well as the lady.



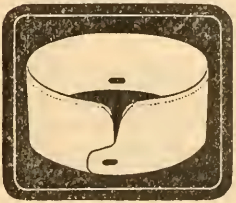
AJAX. 2½ ins.
EXCELSIOR. 2¼ ins.

Generally accepted as being an all-around dress, military or shop collar; can be worn with or without the ribbon by ladies.



MILES. 2¼ ins.
GRANT. 2½ ins.

An all-around style; always popular. It has round corners instead of rolled point.



BON-TON. 2¼ ins.

A serviceable collar for dress or business, combining style and comfort. Has opening in front with slightly turned tips.

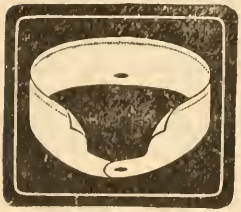
Quality is what counts. Our production is the best, as the increasing demand shows. NOT HOW CHEAP—BUT HOW GOOD.

There is no interlining of cloth in these goods to absorb perspiration and turn collar yellow, or poison the neck.

THE FRONT HEIGHT OF ALL COLLARS IS GIVEN, BACK HEIGHT MADE IN PROPORTION	TRADE MARK "Windsor" WATER-PROOF.	ALL WHITE GOODS MADE IN THREE FINISHES— LINEN, MEDIUM AND GLOSS

CORRECT. 2 ins.

The schoolboy's collar. Strong, durable and not too high.

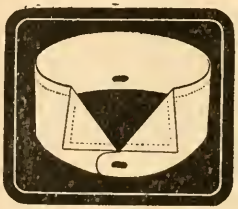


COMFORT. 1⅞ ins.

Well named; very popular with short or stout-necked wearer.

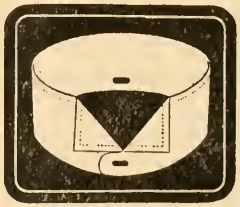
POLICE. 1⅞ ins.

The name says it all. Special care is taken with this style to have the collar stand away from the neck.



O. K. 2⅜ ins.
CAPITOL. 2¼ ins.

For a wing collar to be made as durable as an ordinary straight band collar is impossible, yet certain features of the moulding of this style add to its durability.



R. R. 2 ins.

While this is a wing collar, its height and small wing have made it popular with those wearing uniforms. This is a neat style for the young man at school.

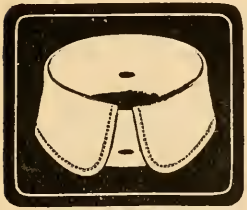
MANHATTAN. 2¼ ins.

Has had a run for a number of seasons, and will be in demand as long as round pointed wings are in style.

Being made of solid composition they will not wilt on a hot day, nor will they chip on the edge.

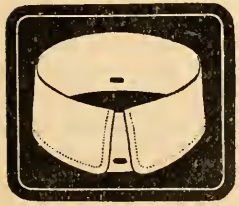
Avoid laundry bills. You do not have them if you wear our goods.

THE FRONT HEIGHT OF ALL COLLARS IS GIVEN, BACK HEIGHT MADE IN PROPORTION	TRADE MARK "Windsor" WATER-PROOF.	ALL WHITE GOODS MADE IN THREE FINISHES— LINEN, MEDIUM AND GLOSS



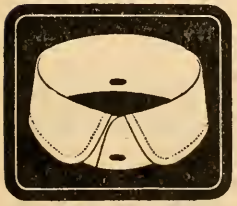
PEKIN. 2 ins.
LOCK. 2½ ins. 5c extra.

A popular high double collar. **Note**—Care must be used when buttoning to have the lap under point before passing button through. Attention to this is essential to durability.



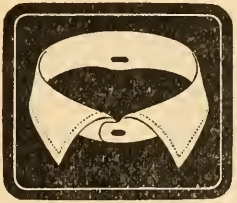
TROY. 2¼ ins.

Like the above, only with narrower opening in front.



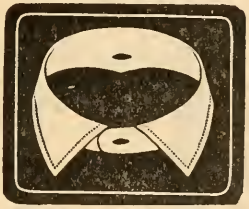
GORHAM. Strap 1⅝ wide.

A style that has had probably the largest run of any double collar made. Very strong and durable for a double collar; cannot be improved upon.



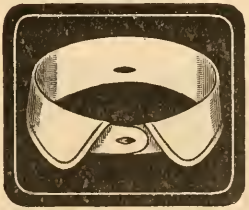
ROLL. 2½ in. Points.

The most popular turn-down collar made.
Always stylish.



KWIK. 2⅜ in. Points.

A decidedly low collar. Will be found comfortable when no other style can be worn.



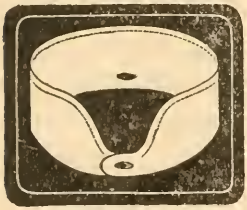
CAMP. 2 in. Points.

A stout man's collar that fits the neck. Has been one of our leading sellers during the past year, and will continue to be, as it is a neat and comfortable collar for anyone.

Make SURE you get the GENUINE or you will regret it.

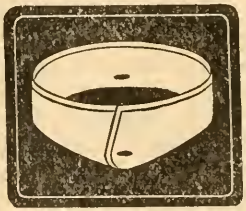
Cannot wilt down when you perspire.

The FRONT HEIGHT OF ALL COLLARS IS GIVEN, BACK HEIGHT MADE IN PROPORTION	TRADE MARK "Windsor" WATER-PROOF.	ALL WHITE GOODS MADE in Three Finishes— LINEN, MEDIUM AND GLOSS



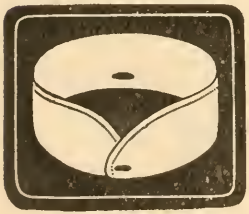
COACHMAN. 2¼ ins.

Coachmen appreciate this collar. Saves laundry bills and is always ready for wear.



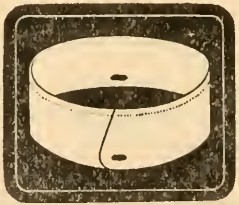
TRILBY. 2¼ ins.

This will be in favor with military and uniformed companies. The ladies will also continue to wear it with satisfaction.



PARIS. 2 ins.

Very easy. Just the style for wheeling. Gives appearance of a high collar, yet lets the wearer breath with ease. Ladies and gentlemen both wear it.



PHALANX. 1⅞ ins.

While this is a military style, our ladies have called for it, and find, for a low collar, that it is always well-fitting. It is so shaped as to stand out from the neck of wearer.

Single Band.

MAINE. 2¼ ins.

This is a single band collar worn extensively among the Clergy, in many States. Is popular with the ladies, for a stock over which a ribbon is to be worn.

Double Band.

ROMAN. 1¼ ins.

Distinctively a Priest's collar. Made in other heights than listed when two or more are ordered at one time. We have had a wonderful sale of this particular style.

The material is heavy, yet pliable, consequently very durable, and will wear longer than any other waterproof goods made.

The success of Windsor Collars has produced cheap imitations that deceive the eye but do not stand the test.

CUFFS

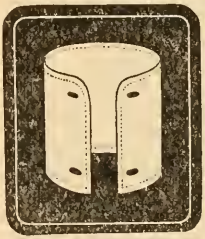
TRADE MARK
"Windsor"
WATER-PROOF.

CUFFS

If you have never worn a pair of Windsor Cuffs you cannot begin to know the pleasure of wearing cuffs. "I would never know but what they were Linen," is a remark so often made, and explains why they are so popular with the Doctor, Dentist, the Clergy, the Commercial Traveler, Railroad Men, Business Men,—in fact all classes are represented among the admirers and wearers of these cuffs. The fact that they require no laundering other than what can be given by the wearer in one minute, recommends them. When traveling one does not need to start with a case full of fresh laundered linen in order to have a clean, dressy appearance. All our styles are made in popular and up-to-date designs, in White; also in any of the five patterns we list in Striped Goods.

Any ordinary Lever Cuff Button can be worn with Premo and Velox style. We, however, recommend the Automatic Pearl listed on Jewelry page. The Beacon and Buoy Cuffs have regular buttonholes like Premo and Velox, thus, any lever or separable button can be used. Erie and Huron have eyelet holes for the Separable Bar, Dumb-bell or Plaids, which we recommend.

Width 3¾ ins.



PREMO.

Use Automatic Pearl Buttons.

Width 3¾ ins.

VELOX.

Width 3¾ ins.

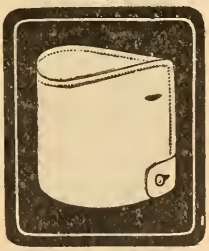
ERIE.

Use our Dumb-bell.

Width 3¾ ins.

HURON.

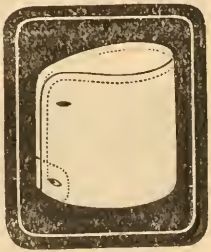
Width 3¾ ins.



BUOY.

Any lever or link can be used.

Width 3¾ ins.

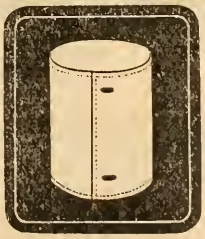


BEACON.

Width 2¾ ins.

GEM.

Nurse's Cuff, 4 ins. wide.



POCO.

SHIRT "Windsor" FRONTS

TRADE MARK
WATER-PROOF.

Shirt Fronts are in greater demand than ever, as people are beginning to realize more and more their worth. They are always ready to use. If you wear one you can have your shirts washed at home and save laundry bills. They are made to fit; can be worn over an ordinary negligee shirt, and can also be used to cover a soiled bosom. The same as cuffs and collars, they are indispensable to the traveler who has once worn them. Waiters, Musicians, Dancers, Minstrels and Theatrical People all appreciate them. They are all right for the Mayor—in fact for men in all walks of life. They are highly recommended as chest protectors in winter, while the wearer is not troubled by a wilted bosom in summer. We make three designs—Wide Pleat, Narrow Pleat, and Open Front.

For Ladies' wear, we have a specially designed front, one that can be worn with a tailor-made suit, for traveling or bicycle riding, picnics—or in fact, for most any wear, there is nothing neater nor more comfortable for Ladies than the Front we have designed for them.

We will make any of our catalogued styles in SOLID BLACK.

FAST BLACK.

SOLID BLACK.

No. 1.

Common Size,

7 wide x 9 long.

No. 2.

Wear a common shirt and one of our fronts,—no one can detect it from linen. Dimensions taken from buttonhole.

Full Dress Size,

9 wide x 12½ long.

No. 3, open front.

LADIES!

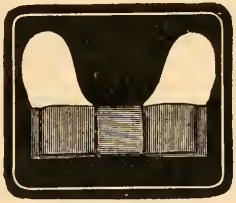
Wear a tailor-made suit and one of these fronts; they are neat and cannot be told from linen

LADIES' FRONT.

TIES FOR "Windsor" EVERYBODY

TRADE MARK
WATER-PROOF.

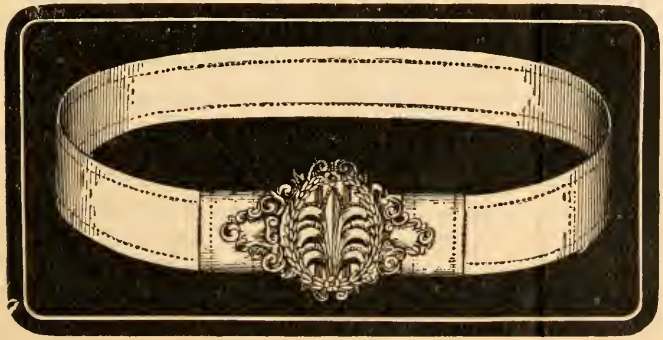
We carry a full line of Ties in numerous styles and patterns. This is a department we have spent much time on, as our productions show. All solid colors, such as White, Black, Blue and Red, are made to imitate corded silk, and when on, look as well, and often better than a silk tie, as they always look new,—while with a silk tie, once or twice wearing will make wrinkles that cannot be gotten out. Striped Ties are made to imitate washable or silk fabric. They are so perfect in their make-up as to be very hard to detect from the genuine. Our No. 1 Tie has a very strong wire attachment to hook over the button, holding tie close to collar. Our No. 2 and No. 4 Ties are made alike, excepting the shields, which are made in proportion to the height of collar. No. 2 being specially designed for low turn-down collars, such as Kwik and Camp, while the No. 4 is used on styles like Pekin and Troy. Both ties have hook for holding on collar button.



No. 4.

No. 1.

No. 2.



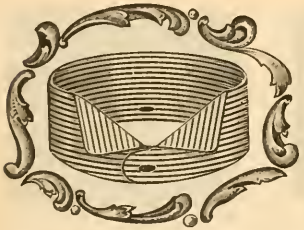
LADY'S BELT. Price (complete), $1.

It does not wrinkle or discolor. Adjustable with up-to-date buckle. White, Black and Striped. State size when ordering.

For a quick call, our Puff or Coachman Tie has no equal. Always ready for use.

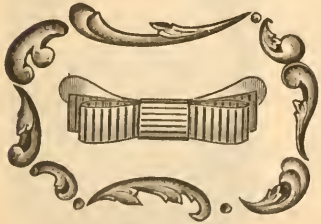
No. 3.

STRIPED TRADE MARK "Windsor" WATER-PROOF. GOODS for all



This cut illustrates our Manhattan Collar in Pattern C or D. Any style Collar will be furnished in any Pattern listed.

This shows Beacon in Pattern E. Any style Cuff will be furnished in any Pattern listed.



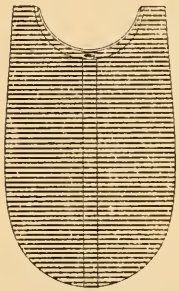
Our Ties are made in all the Striped Patterns.

No. 2. 25 cents.

IF there is one feature of our business more than another that desires special mention, it is our **STRIPED GOODS.** We are carrying a variety of patterns that have been made up in the very latest designs for high-class trade. The colors are not simply printed on the surface, but go through and through the material, thus continued washing will have no effect upon them. Another point in the colors used, is their clearness. They not only have a clear, bright look when new, but always retain the same clearness of color, which is true of no other Striped Goods, not excepting the finest fabric. The wearing qualities are just as great as in our white composition, the quality being kept up to the same high standard. The cuts shown on this page clearly illustrate our different designs, and while those shown here are only of Fronts, any style Collar or Cuff listed in this catalog will be made up in any of our patterns without extra charge, except for special height as given on page 3. **Key how to order will be found on following page.**

THIS IS THE BRAND	TRADE MARK "The Windsor" WATERPROOF	IT STANDS FOR VALUE

IT MEANS YOU GET YOUR MONEY'S WORTH.



BLUE STRIPE,
Pattern **C**

PINK STRIPE,
Pattern **D**

RED STRIPE,
Pattern **F**

Our STRIPED GOODS have added largely to the popularity of Windsor Goods, which popularity is due to MERIT of the goods, and not large advertising. Our EXCLUSIVE PATTERNS speak for themselves.

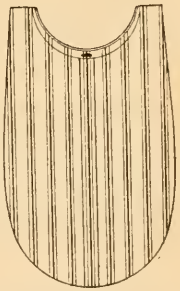
These cuts illustrate design only. Ask for sample piece showing color and stripe.

KEY—HOW TO ORDER STRIPED GOODS.

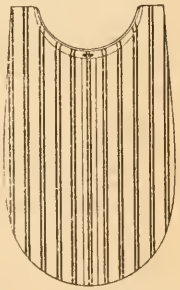
Always give Pattern Letter—C, D, E, F, or G, when ordering Striped Goods, whether it is a Collar, Cuff, Front or Tie. Do not order patterns in OTHER COLORS than specified. MADE IN BUT ONE FINISH—MEDIUM.

Pattern	**C**	is	WHITE	with BLUE STRIPE.
"	**D**	"	"	PINK "
"	**E**	"	"	BLACK "
"	**F**	"	"	RED "
"	**G**	"	"	BLUE "

Shirt Fronts, Cuffs or Collars are furnished with stripes up and down or crosswise in any Pattern listed.



BLACK STRIPE,
Pattern **E**



BLUE STRIPE,
Pattern **G**

Selected Buttons

We have selected a list of practical and durable buttons that will always please our customers.

Automatic Pearl Buttons clamp Premo and Velox Cuffs, so that they do not rattle. Suitable for linen as well. Per pair, 50c.

Dumb-bell, with separable head. A press and half turn does it! The bar passes through eyelet hole in Erie and Huron Cuffs. This does away with shucking and rattle. A wonderful seller. Per pair, 50c.

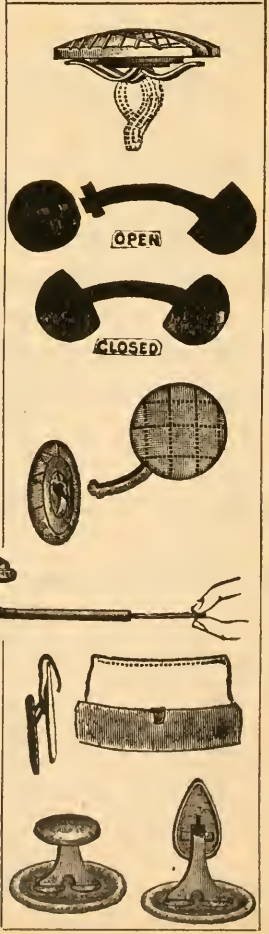
Plaids in a variety of colors separable like above. Very neat for business or every-day wear. Per pair, 25c.

Pipe Stem Stud, real Opal, chased mounting. Put the point through the hole, pull the end as illustrated and stud will come into place and spring snap back to dotted lines. 50c each.

Comfort Collar Button,—once worn, never rejected. It collapses and lies flat. Does not make corns on back of neck. 15c each.

Lever Collar Button in Pointer or Round head. Celluloid covered back. standard grade, 5 cents each. Selected Pearl back, 10 cents each.

Write for complete list and Special Prices of Jewelry and Novelties.



WHY OUR AGENTS SUCCEED

One unfamiliar with our methods and the advantages of the "Windsor" Goods over the so-called rubber goods made to imitate our line, will gather, we trust, from the preceding pages some valuable points.

We propose to give here some additional facts, so that an agent will be enabled to explain the merit of "Windsor" Goods more intelligently. Take advantage of the help our correspondence department can give you.

Our WATCHWORD is CO-OPERATION. We encourage questions, knowing that an agent who does not ask questions is not interested to learn, and we could write instructive letters without it being of value to him. As soon as an agent gets one of our circulars or sees our advertisement, and asks questions about our goods, we feel encouraged to write at length to help him answer objections that may be brought against our goods. We furnish circulars for distribution on which the agent stamps his name,—thus he gets advertised locally. (Ask for rubber stamp price list.

In selling "Windsor" Goods an agent need not recognize competition, since a purchaser that is satisfied with the cheap imitation goods, can be easily shown the superior points of our goods and gained as a customer. When once a customer, always a customer!

These are the leading features of "Windsor" Goods:

They are the strongest and most pliable. (Ask for explanation how to make the test.)

A variety of finishes. LINEN finish imitates the new linen collar or domestic dull effect. MEDIUM finish, the ordinary laundry polish, and the GLOSS finish the extra shiny laundered work.

OUR EXCLUSIVE PATTERNS in fancy striped goods have quality. They are a specialty and meet the requirements of a large class of customers. Our co-operation and the superiority of "Windsor" Goods are the principal reasons for our agents' success.

Our western trade is supplied by our Chicago, Ill., factory, and the eastern, Canadian and foreign trade, by the factory at the address given below. We always have territory for energetic agents and want a representative in every city and town.

"Windsor" Goods are appreciated wherever worn. We invite inspection. Write and learn how we do business with agents. *Address—*

The Windsor Collar and Cuff Co.,

WINDSOR, CONN.

Chicago, Ill. Telephone.

Extracts taken from Letters Received by Us

RUDY, MONTAGUE CO., PA.

TO THE COMPANY :—

When your local agent, Mr. N. J. Bachman, I became acquainted with your Rubber Goods. Having worn of the same myself, must say I am highly pleased with the good service it has done me. A shirt front of yours I wore for three years and am wearing it today yet, but its borders are, so to say, now fragmented. In regards to the same, I wish to inform you that I should be pleased to be one of your working agents, being as I am quite frequently asked as to where I got my rubber shirt front.

Hoping to hear an early and favorable reply, I remain well, trusting you do the same.

Yours respectfully,
EUGENE M. BEAR, Rudy, Pa.

DALLEY, LA., July 30, 1901.

DEAR SIRS :—

Your most welcome letter came to hand today, and I am glad to hear from you In answer, can say that the "Windsor" Goods are proving to be satisfactory in every way. I am proud to say I will give the Windsor Collar Co. the praise as long as they are in business, for I think and know they keep the best Summer goods that were ever worn or will be. D. M. COX.

WELDON, ALA., July 23, 1901.

GENTLEMEN :—

The sample collars ordered of your firm just received. They are O. K. Went out one evening wearing one of the samples. Took the enclosed order for twenty-five collars. Believe I could have sold a hundred with the collars already ordered to deliver at once. Make me a special offer on a hundred, five hundred and one thousand collars, to be ordered in regular styles and sizes in catalogue.

Fraternally yours, J. RUFUS WALTON.

PROSPECT STATION, TENN.

WINDSOR COLLAR COMPANY,

GENTLEMEN :—In replying to yours of recent date, I will state that I never purchased a better-fitting collar in my life; for comfort and durability it cannot be beaten, and it always is nice and clean and saves laundry bills. I have shown the samples to my friends and they all like them. Inclosed is another small order As soon as I get a few collars scattered among the young men I will not have any trouble in securing orders. Yours truly,

W. J. BASSHAM.

Some time ago my Windsor Collar gave out after twelve months' wear. I tried to get another in several stores here. The clerk said he had just as good. I took one of them, just-as-good kind, and wore it just one week. (Twelve Months—One Week.) I didn't do a thing to that clerk, but tell him to "Go away back and rubber down."

Please send me price list of your latest, so that I can order the good kind, without the "just as" attached to it.

Wishing you success, etc., I am,

Yours respectfully,
EDWARD R. FAXON, JR., Night Clerk.
Care of Adams Express Co., Waterbury, Conn.

CARSON, IOWA, Jan. 30, 1902.

TO WHOM IT MAY CONCERN :

It is my full belief, there are no better collars, nor cuffs on the market anywhere today than those made by the Windsor Collar Company of Chicago, Ill. They are really perfect. I use them all the time. Yours,

REV. DR. J. L. COUNTERMINE.

ROCKY POINT, VA., March 3, 1902.

GENTLEMEN :—

I am at a very small place and hunt up orders all over the road, and am going to try and get up a larger trade on these goods. I have never seen a person wear the first collar without wearing the second one, as they give such satisfaction that persons wearing them will never have anything else. Very truly yours, W. L. HAMMIT.

COQUELLE, ORE., Oct. 30, 1901.

WINDSOR COLLAR COMPANY,
Chicago, Ill.,

DEAR SIRS :—Enclosed is a money order for fifteen dollars ($15) and another order for Rubber goods.

I am devoting my entire attention to this work, and I would order goods much faster if I had the money to pay for them, but I'll come to it by degrees. I have no trouble selling the goods. They are the best line of goods I ever handled.

Hoping to hear from you and receive goods soon, I remain, Yours respectfully,

FRANK MCCURDY.

GROVELAND, CAL., May 8, 1901.

WINDSOR COLLAR COMPANY,

GENTLEMEN :—Enclosed you will find a small order for goods. I have only worked at it Thursday and not my entire time, sav $20 per day so far. The goods are "Sellers" all right, and I think I will be able to handle the territory when I get to business. D. R. SHAFER.

GIRARD, KANSAS.

WINDSOR COLLAR COMPANY,

GENTLEMEN :—The Collars are giving the very best satisfaction. They more than please. They fit first-class. They look like linen, and I do not know what more a man wants. Respectfully, J. H. MCCOY.

TRADE MARK
The "Windsor" Goods
WATERPROOF
Save Laundry Bills
FIRST COST
ONLY COST
ALL THAT'S NEEDED
A PAIR OF HANDS,
A LITTLE WATER
A CLOTH AND
SAPOLIO OR SOAP